

1623

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Sales
Albany #1623

Status Report for Representatives

		# of Accounts w/SR Frequency 75+ CPW				# Ind. RJR Contract Accts									
December, 1997		Pack	Carton	Direct/ Indirect	Total	75+ CPW % RR Supported Calls	VAP Accts.	% Pack Accts. w/VAP	Pack	Carton	# Ind PM Excl/ Lockout Calls	Avg. Calls per Day	Avg. Ctns. Sold per call	Total Calls	Total Orders
Territory	Rep														
162301	Close, S	79	22	2	103	54%	47	59%	36	13	14	9.2	14	161	2,302
162302	Bain, G	70	23	1	94	84%	49	70%	37	11	8	7.1	11	125	1,318
162303	Tisinger, M	108	9	5	122	84%	63	58%	68	3	5	9.0	17	158	2,650
162304	Howard, M	87	17	1	105	78%	54	62%	41	12	20	7.4	23	129	3,031
162305	Haskin, S	118	4	2	124	80%	79	67%	77	0	16	9.1	18	160	2,807
162306	Salerno, J	126	9	0	135	73%	64	51%	63	4	13	8.5	24	149	3,578
162307	Orlando, J	125	3	1	129	69%	76	61%	63	2	12	7.8	14	137	1,972
162308	Whiting, J	116	4	1	121	77%	75	65%	71	1	11	8.4	22	147	3,200
162309	Cote, R	95	11	1	107	51%	73	77%	51	9	7	7.6	7	134	929
1623 Division Total		924	102	14	1,040	73%	580	63%	507	55	108	8.2	17	1,300	21,787

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November, 1997		Pack	Carton	Direct/ Indirect	Total	75+ CPW % RR Supported Calls	VAP Accts.	% Pack Accts. w/VAP	Pack	Carton	# Ind PM Excl/ Lockout Calls	Avg. Calls per Day	Avg. Ctns. Sold per call	Total Calls	Total Orders
Territory	Rep														
162301	Close, S	79	22	2	103	56%	46	58%	34	13	14	7.6	15	133	2,048
162302	Bain, G	70	23	1	94	84%	49	70%	35	11	8	8.0	7	140	1,023
162303	Tisinger, M	107	11	5	123	83%	68	64%	66	3	5	8.2	12	144	1,754
162304	Howard, M	87	17	1	105	80%	55	63%	42	11	19	6.0	18	105	1,886
162305	Haskin, S	119	5	2	126	78%	80	67%	74	0	19	8.9	18	156	2,800
162306	Salerno, J	128	10	0	138	73%	63	49%	61	4	15	6.6	23	115	2,663
162307	Orlando, J	124	3	1	128	67%	69	56%	63	2	12	7.9	14	139	1,893
162308	Whiting, J	113	5	1	119	76%	73	65%	70	1	11	9.0	7	157	1,165
162309	Cote, R	105	11	1	117	50%	68	65%	51	9	7	8.8	6	155	871
1623 Division Total		932	107	14	1,053	72%	571	61%	496	54	110	7.9	13	1,244	16,103

		# of Accounts w/SR Frequency 75+ CPW				# Ind. RJR Contract Accts									
October, 1997		Pack	Carton	Direct/ Indirect	Total	75+ CPW % RR Supported Calls	VAP Accts.	% Pack Accts. w/VAP	Pack	Carton	# Ind PM Excl/ Lockout Calls	Avg. Calls per Day	Avg. Ctns. Sold per call	Total Calls	Total Orders
Territory	Rep														
162301	Close, S	80	24	2	106	55%	51	64%	35	13	14	8.6	17	189	3,207
162302	Bain, G	70	24	1	95	82%	49	70%	34	12	8	8.9	11	194	2,128
162303	Tisinger, M	108	10	5	123	81%	67	62%	67	3	6	10.5	6	230	1,344
162304	Howard, M	85	20	1	106	79%	55	65%	38	15	19	8.3	30	182	5,418
162305	Haskin, S	128	5	2	135	75%	80	63%	73	0	20	10.1	18	221	3,960
162306	Salerno, J	126	10	0	136	74%	63	50%	56	5	15	10.2	17	223	3,866
162307	Orlando, J	123	3	1	127	68%	65	53%	63	2	12	9.8	13	215	2,768
162308	Whiting, J	116	4	1	121	76%	74	64%	70	1	11	10.0	12	218	2,683
162309	Cote, R	106	11	1	118	50%	67	63%	53	9	8	9.9	14	216	3,064
1623 Division Total		942	111	14	1,067	71%	571	61%	489	60	113	9.6	15	1,888	28,438

		# of Accounts w/SR Frequency 75+ CPW				# Ind. RJR Contract Accts									
September, 1997		Pack	Carton	Direct/ Indirect	Total	75+ CPW % RR Supported Calls	VAP Accts.	% Pack Accts. w/VAP	Pack	Carton	# Ind PM Excl/ Lockout Calls	Avg. Calls per Day	Avg. Ctns. Sold per call	Total Calls	Total Orders
Territory	Rep														
162301	Close, S	83	22	2	107	53%	50	60%	35	13	13	9.6	12	169	2,025
162302	Bain, G	69	25	1	95	83%	50	72%	34	12	9	9.2	23	162	3,650
162303	Tisinger, M	113	10	5	128	77%	69	61%	69	5	6	10.4	16	182	2,867
162304	Howard, M	80	22	1	103	76%	55	69%	33	18	18	8.7	15	153	2,261
162305	Haskin, S	124	4	2	130	68%	71	57%	70	1	20	9.7	42	170	7,065
162306	Salerno, J	135	10	0	145	63%	62	46%	56	4	19	8.4	15	147	2,267
162307	Orlando, J	129	3	1	133	64%	66	51%	66	2	13	10.1	15	177	2,708
162308	Whiting, J	134	5	1	140	65%	77	57%	70	1	11	9.9	13	173	2,298
162309	Cote, R	122	6	1	129	55%	71	58%	58	4	11	11.2	17	197	3,378
1623 Division Total		989	107	14	1,110	67%	571	58%	491	60	122	9.7	19	1,530	28,519

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Status Report - Retail Representatives

Retail Reps

Albany #1623

		# of Accounts Frequency 75+ CPW			Promo Activity				
December, 1997									
Territory	Rep	Pack	Carton	Total	Avg. Calls Per Day	Avg. Ctns. Ordered per call	Temporary Displays	Total Calls	Order Books
162320	Baldwin, L	90	13	103	6.3	2	133	110	210
162321	Severino, D	117	14	131	5.5	2	202	96	155
162322	Barber, E	110	18	128	5.7	0	77	99	17
162323	Bodette, J.	74	15	89	8.2	16	118	143	2,266
162324	Ostrowski, B	101	13	114	5.1	1	119	90	56
162325	Maroney, M	95	21	116	3.4	0	0	60	7
162326	Riley, T	121	6	127	6.8	3	39	119	404
162327	Dinino, S	104	15	119	7.5	5	66	132	654
162328	Drino, T	103	5	108	8.5	7	78	149	1,098
162329	DiLaura, F	76	12	88	6.1	8	14	107	816
162330	Tefler, J	79	11	90	5.5	2	9	96	227
1623 Division Total		991	132	1,213	6.2	5	855	1,201	5,910

		# of Accounts Frequency 75+ CPW			Promo Activity				
November, 1997									
Territory	Rep	Pack	Carton	Total	Avg. Calls Per Day	Avg. Ctns. Ordered per call	Temporary Displays	Total Calls	Order Books
162320	Baldwin, L	91	12	103	7.0	3	162	122	320
162321	Severino, D	119	14	133	6.7	2	258	118	205
162322	Barber, E	110	18	128	7.2	3	172	126	426
162323	Bodette, J.	79	14	93	7.9	14	121	138	1,886
162324	Ostrowski, B	102	13	115	3.5	0	214	62	12
162325	Maroney, M	95	21	116	4.7	1	7	82	82
162326	Riley, T	121	14	135	7.4	2	91	130	262
162327	Dinino, S	103	14	117	6.6	5	106	116	534
162328	Drino, T	101	4	105	8.2	9	52	143	1,258
162329	DiLaura, F	75	13	88	7.2	7	19	126	866
162330	Tefler, J	71	9	80	6.8	2	84	119	257
1623 Division Total		996	137	1,213	6.7	5	1,286	1,282	6,108

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Status Report - Retail Representatives

Retail Reps - Albany - #1623

		# of Accounts Frequency 75+ CPW			Promo Activity				
October, 1997		Pack	Carton	Total	Avg. Calls Per Day	Avg. Ctns. Ordered per call	Temporary Displays	Total Calls	Order Books
Territory	Rep								
162320	Baldwin, L	92	11	103	7.0	3	169	154	527
162321	Severino, D	125	8	133	4.8	2	270	105	222
162322	Barber, E	109	19	128	6.6	4	111	144	591
162323	Bodette, J.	79	14	93	8.9	27	117	196	5,388
162325	Maroney, M	94	21	115	4.9	3	4	108	316
162326	Riley, T	122	15	137	9.1	3	114	200	694
162327	Dinino, S	103	14	117	6.7	4	74	147	571
162328	Drino, T	98	8	106	8.2	10	134	180	1,751
162329	DiLaura, F	75	14	89	7.3	11	19	159	1,784
162330	Tefler, J	72	8	80	7.7	2	66	169	395
1623 Division Total		897	124	1,101	7.1	8	1,078	1,562	12,239

		# of Accounts Frequency 75+ CPW			Promo Activity				
September, 1997		Pack	Carton	Total	Avg. Calls Per Day	Avg. Ctns. Ordered per call	Temporary Displays	Total Calls	Order Books
Territory	Rep								
162320	Baldwin, L	90	12	102	7.5	3	173	132	441
162321	Severino, D	131	9	140	7.4	3	141	130	422
162322	Barber, E	108	16	124	6.6	5	58	116	539
162323	Bodette, J.	75	14	89	9.0	33	35	157	5,130
162324	Ostrowski, B	100	13	113	0.0				
162325	Maroney, M	94	19	113	5.8	3	0	102	264
162326	Riley, T	106	5	111	8.5	2	62	149	260
162327	Dinino, S	102	15	117	5.8	2	3	101	204
162328	Drino, T	97	4	101	9.2	15	28	162	2,349
162329	DiLaura, F	79	10	89	7.9	9	2	139	1,236
162330	Tefler, J	84	7	91	7.3	2	52	128	265
1623 Division Total		982	117	1,190	7.5	8	554	1,316	11,110

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